

COUNTRY Austria/ USSR

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SUBJECT Negotiations [redacted]
[redacted] for Financial Support for the Soviet-
Controlled Porr A.G.

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PLACE ACQUIRED [redacted] 25X1

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SUPPLEMENT TO
REPORT NO.

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- 25X1 1. USIA Headquarters recently issued an order to the managers of all USIA-
controlled firms directing them to obtain new production orders and to
25X1 promote USIA's business on the Austrian market. According to this directive
25X1 USIA Headquarters does not expect to receive additional orders from the
Satellites, which have apparently advised the Soviets that they are reluctant
to do business with USIA firms which have not fulfilled previous contracts
satisfactorily. USIA Headquarters reprimanded the plant directors for their
failure to reduce production costs and to capture the Austrian market and
advised them that they will be subject to disciplinary action should they fail
to carry out this order.
- 25X1 2. Shortly after this directive was released from USIA Headquarters, Dmitri
Sidorov, Soviet Director of USIA's Construction and Building Materials Adminis-
tration, commissioned a USIA salesman to solicit contracts for A. Porr A.G.,
25X1 the largest and most modernly equipped USIA-controlled construction firm.
[redacted] Porr A.G. is now in serious financial straits and has
no immediate prospects of acquiring new contracts. [redacted]
Porr A.G. is not getting its share of Austria's construction projects because
the Austrian Government and some Austrian businessmen are reluctant to lease
contracts to USIA firms.
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